



# The Business Value of Storage Solutions from Dell Technologies

Study results show the **strong value** that Dell Technologies customers have achieved by **running business applications on storage solutions from Dell Technologies, powered by Intel**, including Dell EMC PowerStore, PowerMax, PowerFlex, PowerScale, and Unity XT. They consistently reported **lowering their overall storage costs while benefiting from enhanced storage agility, reliability, and performance.**

## KEY SAVINGS RESULTS



**31%**  
lower 3-year cost of operations



**308%**  
3-year ROI

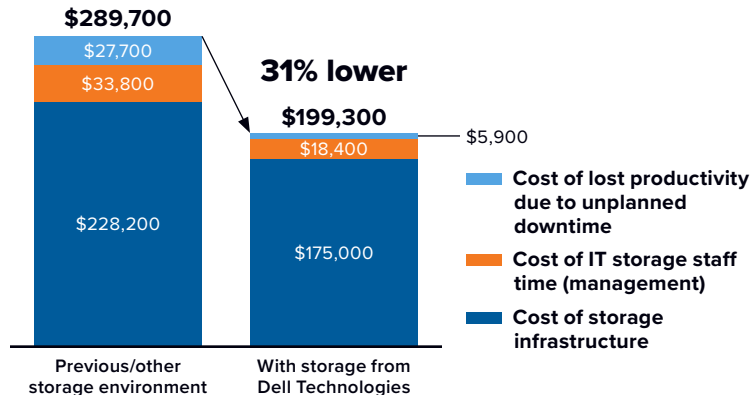


**8 months**  
payback period

DIRECTOR OF IT OPERATIONS, U.S. AMLAW 200 FIRM:

“My experience with the Dell EMC PowerStore beta is that it is the most comprehensive, stable storage platform we’ve ever been on.”

## 3-Year Cost of Operations per 100 Usable TBs



**23% lower**  
cost of acquiring and running storage

**125% higher**  
data reduction rates

**46% more efficient**  
IT storage teams

**30% more**  
IT storage team time for innovation

SYSTEM TEAM LEADER, U.S. HIGHER EDUCATION INSTITUTION:

“Our users are absolutely, phenomenally, unreservedly more productive when working on Dell EMC PowerScale.”

## Storage Benefits in Terms of:

### AGILITY

**52% faster**  
to deploy new storage

**51% less**  
staff time to upgrade storage

### PERFORMANCE

**30% higher**  
application performance

**79% less**  
unplanned downtime

### BUSINESS RESULTS

**\$7.5 million per year**  
higher revenue per organization

**34% faster**  
to run analytical queries

[View the IDC White Paper: The Business Value of Storage Solutions from Dell Technologies](#)